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Point B Managing Software-Selection Process for Local Financial Institution

Unitus Community Credit Union Hires Portland Project-Leadership Firm to Help Increase Efficiencies, Improve the Bottom Line Through New System That Automates Collection of Debt

PORTLAND (May 4, 2005) — Point B Solutions Group, LLP, has been hired by Unitus Community Credit Union to lead a critical in-house initiative designed to streamline the financial-collection process for the local non-profit cooperative.

Point B, a professional-services firm specializing in project leadership, is helping Unitus to select a software package that can be easily integrated with its current host system and enable staff to more efficiently track and secure outstanding debt from customers throughout the region.

“We’re always seeking opportunities to help area organizations improve their business processes by leveraging the most sophisticated software products available today,” said Mike Pongon, practice director at Point B. “It’s the ideal project for us given the unique capabilities of our highly experienced project-leadership staff.”

Point B provides project-leadership services to organizations representing a wide range of industries, including financial-services, where it has considerable experience in the specialized field of IT-consulting. To that end, Point B has worked extensively with Boeing Employees Credit Union and other regional financial organizations on a number of efficiencies-building initiatives similar to the project being implemented at Unitus.

“We are excited to work with Point B on this project. Their knowledgeable staff, project management expertise and past experience working with financial institutions will prove very valuable. Point B will provide exactly what we needed to get this project off the ground,” said Paul Kirkbride, vice president of credit services at Unitus, which provides financial services to customers in Multnomah, Washington, Clackamas, Marion, Polk and Yamhill counties.

Providing engagement management for the Unitus project is Chris Adamek, a senior Point B associate who's managed several recent projects that helped financial institutions to upgrade in-house technology systems, enhance sales efficiencies and increase revenues through various other organizational improvements. Adamek said a key objective for Point B's newest project will be recommending a software system and implementing a debt-collection methodology that addresses Unitus' short- and long-term business objectives.

"Unitus will be utilizing this software package for many years to come, so it has to be technology that's both immediately relevant and scalable in the long run. This is critical to the project's success, especially since Unitus has significant growth plans for the near future," stated Adamek.

Point B expects to conclude its consulting work in early May. The firm is assisting the Unitus' management staff on comparing the many different debt-collection packages offered by leading software-development companies throughout the country. The system ultimately recommended by Point B's project-leadership team will provide Unitus with a fully automated, turn-key process of increasing its transaction volume by tracking debt, updating debt status, and generating invoices and customer statements automatically through the new software package.

In addition to Unitus Community Credit Union, Point B represents several other Portland-area organizations in the high-technology, healthcare, retail, consumer products and manufacturing industries. Point B has offices in Portland, Seattle, Denver and Phoenix.

About Point B

Point B is the first professional services firm focused on project leadership and execution. Founded in 1995, the firm provides a diverse and experienced team of locally-based project leaders to companies throughout the West. Organizations ranging in size from startups to Fortune 100 corporations turn to Point B for its ability to step into any segment or role of a mission-critical project and help lead it to success. And, unlike many professional services firms, Point B works exclusively for its clients and does not enter into alliances, reseller agreements, or other relationships that might compromise the firm's objectivity. Point B has attracted top project leaders from various industries by offering a culture that promotes flexible work schedules and well-rounded lifestyles for its more than 190 employees. Additional information on the firm and its offerings can be viewed online at <http://www.pointb.com>.

About Unitus Community Credit Union

Founded in 1937, Unitus Community Credit Union is a full-service financial institution headquartered in Portland and serves individuals residing or working in Multnomah, Washington, Clackamas, Marion, Polk and Yamhill counties.

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